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MANITOBA MANUFACTURING

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Manitoba Bureau of Statistics

EXECUTIVE SUMMARY

This report presents the main demographic characteristics of the 1,555 manufacturing firms listed in the Manitoba Sourcing Directory (Manufacturing) 1988. The manufacturing firms are shown on an industry group basis by region, total employment, total sales, domestic sales, and export sales.

The firms are categorized into 23 industry groups using the 1980 S.I.C. The industry group with the largest number of firms is Food at 232 firms (14.9% of 1,555). The Metal Fabricating group is ranked second with 187 firms (12.0%), followed by Printing, Publishing & Allied with 172 firms (11.1%).

The remaining groups with 100 or more firms are Other Manufacturing and Wood with 135 and 104 firms (8.7% and 6.7%) respectively. The average (median) number of firms for the 23 industry groups is 43.

The vast majority of manufacturing firms in Manitoba have less than 100 employees with 1,421 (91.6% of the 1,552 firms reporting employment) of the firms falling into this category. Of the 1,555 firms, 431 (27.7%) fall into the 1 to 4 employee category, followed by the 5 to 9 employee and 10 to 19 employee categories with 301 (19.4%) and 299 (19.2%) firms respectively.

Over three-quarters of the firms (1,077 or 75.4% of the 1,428 firms reporting income) reported total sales under $3 million. Of these 1,077 firms, 433 (40.2%) reported total sales between $100 thousand and $500 thousand.

There are 1,415 firms that reported having Canadian sales. This is 13 firms less than the 1,428 firms reporting sales figures. Of these 1,415 firms, 1,096 (77.5%) reported Canadian sales of less than $3 million. The $100 thousand to $500 thousand income category has the largest number of firms at 432 (30.5%).

Export sales were reported by 434 firms (27.9%). The export sales category of $1 - $24 thousand had the largest number of firms with 122 (28.1% of 434 firms). A total of 110 firms (25.3%) reported export sales of at least $1 million. There were 8 firms reporting export sales of more than $50 million.

Winnipeg is the location for most of the firms with 1,090 (70.1%) of the firms located there. The Southwest region is ranked second with 117 firms (7.5%) while only 34 firms (2.2%) are located in the North.

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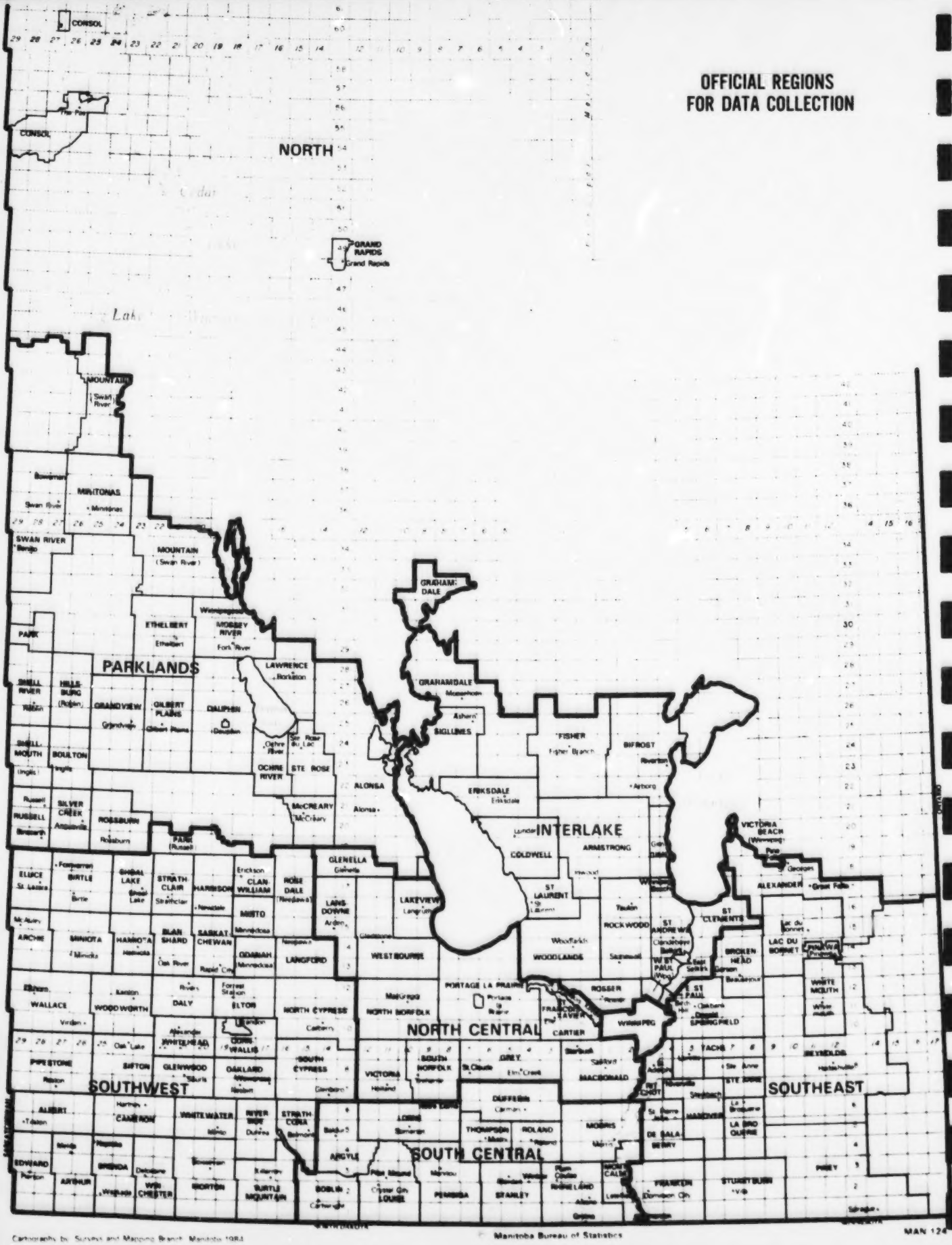
OFFICIAL REGIONS FOR DATA COLLECTION



Cartography by Surveys and Mapping Branch, Manitoba 1984

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INTRODUCTION

This report profiles the Manitoba manufacturing firms and processors listed on the Manitoba Sourcing Directory (Manufacturing) 1988. The statistical profile shows the main characteristics of the 1,555 manufacturing firms that were surveyed for the 1988 update of the directory. Information presented on the firms include total employment, total sales, domestic sales, export sales and business location by industry group.

Firms have been assigned to an industry group using the 1980 Standard Industrial Classification (S.I.C.). Firms with a 1980 Standard Industrial Classification non-manufacturing code are included in the Directory if the firm has a 1970 S.I.C. code in manufacturing (e.g., bakeries with a retail component have been moved to the Retail Food group in the 1980 S.I.C.).

The location of the firm has been determined from the postal code of the business mailing address and the firm has been assigned a regional code using the 1981 Standard Geographic Classification. The regions used in this report are the Official Regions for Data Collection (also known as Economic Regions) and are aggregations of the 23 census divisions as follows:

OFFICIAL REGION FOR DATA COLLECTION	ECONOMIC REGION	CENSUS DIVISIONS IN REGION
Southeast	60	1, 2, 12
South Central	61	3, 4
Southwest	62	5, 6, 7, 15
North Central	63	8, 9, 10
Winnipeg	64	11
Interlake	65	13, 14, 18
Parklands	66	16, 17, 20
North	67	19, 21, 22, 23

A map on the opposite page presents the eight regions referred to in this report.

For further information on the manufacturing firms or to obtain custom tabulations, contact David Greenwood of the Manitoba Bureau of Statistics at 945-2989.

TABLE 1. MANITOBA MANUFACTURERS BY INDUSTRY GROUP AND REGION

INDUSTRY GROUP (1980 SIC)	SOUTH EAST	SOUTH CENTRAL	SOUTH WEST	NORTH CENTRAL	WINNIPEG	INTER LAKE	PARK LANDS	NORTH	TOTAL
MINING	1	-	-	-	-	-	-	-	1
FOOD	16	25	25	12	125	12	15	2	232
BEVERAGE	1	1	-	1	9	1	-	1	14
RUBBER	-	1	-	-	9	-	-	-	10
PLASTIC	1	2	3	-	31	-	1	1	39
LEATHER	-	-	2	-	9	-	-	2	13
PRIMARY TEXTILE	-	-	1	-	3	1	-	-	5
TEXTILE PRODUCTS	-	1	3	1	29	2	-	-	36
CLOTHING	3	-	1	-	89	1	1	1	96
WOOD	14	6	5	3	55	10	6	5	104
FURNITURE & FIXTURES	3	3	3	-	45	-	2	2	58
PAPER & ALLIED	1	1	-	-	24	-	-	-	26
PRINTING, PUBLISHING & ALLIED	5	8	20	4	117	7	6	5	172
PRIMARY METAL	-	1	1	-	13	3	-	4	22
METAL FABRICATING	6	11	8	4	144	6	6	2	187
MACHINERY	5	14	8	6	64	-	1	-	98
TRANSPORTATION EQUIPMENT	2	4	6	3	57	7	1	-	80
ELECTRICAL & ELECTRONIC	-	1	2	-	40	-	-	-	43
NON-METALLIC MINERAL	11	6	10	6	34	6	5	2	80
REFINED PETROLEUM & COAL	-	-	1	1	7	-	-	-	9
CHEMICAL & CHEMICAL PRODUCTS	-	1	4	-	34	1	-	1	41
OTHER MANUFACTURING	2	2	7	-	113	3	3	5	135
FOOD, RETAIL	2	-	7	2	39	1	2	1	54
TOTAL	73	88	117	43	1,090	61	49	34	1,555

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INDUSTRY GROUP AND REGION

Table 1 presents the 1,555 manufacturing firms by industry group and region of location. Of the 1,555 reporting manufacturers, 1,090 (70.1%) are located in Winnipeg. The only other region with more than 100 manufacturers is the Southwest with 117 (7.5%). The Southwest accounts for 25.2% of Manitoba's 465 manufacturers located outside of Winnipeg. The region with the fewest manufacturers is the North region with 34 (2.2%). This accounts for 7.3% of Manitoba's manufacturers located outside of Winnipeg.

Of the 1,090 manufacturing firms located in Winnipeg, the industry group with the highest number of firms is Metal Fabricating which accounts for 144 (13.2%) of Winnipeg's manufacturers. This is followed by Food Manufacturing, Printing, Publishing & Allied, and Other Manufacturing with 125 (11.5%), 117 (10.7%) and 113 (10.4%) respectively. These four groups account for 499 manufacturers or 45.8% of the Winnipeg firms. On a provincial basis, these four groups account for 726 firms or 46.7% of all manufacturers.

There are 5 manufacturing groups with some representation in each region of the Province. These are manufacturers of Food with 232 firms, Metal Fabricating with 187 firms, Printing, Publishing & Allied with 172 firms, Wood products mannufacturing with 104 firms and Non-Metallic Mineral with 80 firms. Of the 23 manufacturing groups these 5 accounted for 775 (49.8%) of the firms responding to the survey.

Food manufacturers have the greatest provincial representation with 232 (14.9%) firms. Food manufacturers are the largest group in the Southeast region with 16 firms (21.9% of the local manufacturers), the South Central region with 25 firms (28.4% of local manufacturers), the Southwest region with 25 firms (21.4% of local manufacturers), the North Central region with 12 firms (27.9% of local manufacturers), the Interlake with 12 firms (19.7% of local manufacturers), and the Parklands region with 15 firms (30.6% of local manufacturers). Only in Winnipeg and the North do Food manufacturers not have the most representation: in Winnipeg there are 144 Metal Fabricating firms (13.2% of the region) and in the North the Food Industry accounts for only 2 manufacturers (5.9% of local manufacturers).

While no group dominates the manufacturing industry in the North, those with the greatest representation are the Wood products, Printing, Publishing & Allied, and Other Manufacturing, each with 5 firms or 14.7% of local manufacturers and Primary Metal with 4 firms or 11.8% of local manufacturers.

TABLE 2. MANITOBA MANUFACTURERS BY INDUSTRY GROUP AND EMPLOYMENT GROUP

INDUSTRY GROUP (1980 SIC)	NUMBER OF EMPLOYEES										TOTAL
	NOT STATED	1 TO 4	5 TO 9	10 TO 19	20 TO 49	50 TO 99	100 TO 249	250 TO 499	500 TO 999	1000 OR MORE	
MINING	-	-	-	-	-	1	-	-	-	-	1
FOOD	1	59	32	64	32	18	21	2	2	1	232
BEVERAGE	-	3	3	2	-	1	3	2	-	-	14
RUBBER	-	1	1	6	1	1	-	-	-	-	10
PLASTIC	-	7	4	8	12	4	2	2	-	-	39
LEATHER	-	7	-	2	2	-	2	-	-	-	13
PRIMARY TEXTILE	-	-	3	1	-	1	-	-	-	-	5
TEXTILE PRODUCTS	-	9	11	11	1	3	1	-	-	-	36
CLOTHING	1	7	14	12	24	17	11	8	2	-	96
WOOD	-	27	19	23	19	9	4	3	-	-	104
FURNITURE & FIXTURES	-	13	7	13	15	9	1	-	-	-	58
PAPER & ALLIED	-	1	2	7	7	2	5	2	-	-	26
PRINTING, PUBLISHING & ALLIED	-	59	39	26	29	9	8	2	-	-	172
PRIMARY METAL	-	3	2	3	5	3	2	-	2	2	22
METAL FABRICATING	-	59	29	44	35	12	5	2	1	-	187
MACHINERY	-	23	19	20	17	10	6	2	-	1	98
TRANSPORTATION EQUIPMENT	1	19	13	16	13	8	4	2	2	2	80
ELECTRICAL & ELECTRONIC	-	10	12	5	6	2	4	4	-	-	43
NON-METALLIC MINERAL	-	28	24	7	13	7	1	-	-	-	80
REFINED PETROLEUM & COAL	-	-	2	3	4	-	-	-	-	-	9
CHEMICAL & CHEMICAL PRODUCTS	-	9	7	7	11	6	-	1	-	-	41
OTHER MANUFACTURING	-	55	38	17	18	3	4	-	-	-	135
FOOD, RETAIL	-	32	20	2	-	-	-	-	-	-	54
TOTAL	3	431	301	299	264	126	84	32	9	6	1,555

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EMPLOYMENT

As shown in Table 2, of the 1,555 Manitoba manufacturing firms, 3 did not report their number of employees. Of the 1,552 manufacturing firms that reported their employment figures 1,031 (66.4%) claim to have less than 20 employees.

Four hundred and thirty one (27.8%) of the firms reporting employment claim to employ from 1 to 4 people. Most heavily represented in this category are Food, Printing, Publishing & Allied and Metal Fabricating, each with 59 firms (13.7% of manufacturers with 1 to 4 employees). This is followed by Other Manufacturing with 55 firms (12.8%). None of the other industry groups in the 1 to 4 employee category has more than 32 firms. Note that these four industry groups are those with the 1argest number of manufacturers in the province.

Not all manufacturing groups are represented by firms with 1 to 4 employees. The lone Mining firm claims 50 to 99 employees. The 9 Refined Petrtroleum and Coal products producers claim from 5 to 49 employees, while 4 of the 5 Primary Textile manufacturers claim from 5 to 19 employees.

As the employment range increases, the number of firms falling within any given range decreases. At the high end of the employment scale, 32 manufacturers each have from 250 to 499 employees, 9 have from 500 to 999 employees, and 6 have 1,000 or more employees. So only 15 Manitoba manufacturers, or 1.0% of those reporting employment, have 500 or more employees.

These 15 firms are found in the Transportation Equipment and Primary Metal groups with 4 firms each, the Food group with 3 firms, the Clothing group with 2 firms and the Metal Fabricating and Machinery groups each with 1 firm. All of these groups are still more heavily represented in the lower employee ranges.

None of Manitoba's 54 Retail Food firms (bakeries) employ more than 19 employees. The Other Manufacturing industry group reported 93 firms or 68.9% of its 135 firms in the 1 to 9 employee category.

The average (median) number of employees for the 1,552 firms reporting employment is 11 employees.

TABLE 3. MANITOBA MANUFACTURERS BY INDUSTRY GROUP AND TOTAL SALES

INDUSTRY GROUP (1980 SIC)	TOTAL SALES ($000) NOT STATED	1 TO 24	25 TO 99	100 TO 499	500 TO 999	1000 TO 2999	3000 TO 4999	5000 TO 24999	25000 TO 49999	50000 OR MORE	TOTAL
MINING	-	-	-	-	-	-	-	-	-	1	1
FOOD	20	2	22	55	21	35	14	44	9	10	232
BEVERAGE	2	-	1	5	-	-	-	3	3	-	14
RUBBER	2	-	-	3	1	4	-	-	-	-	10
PLASTIC	4	-	5	9	4	10	3	2	2	-	39
LEATHER	-	-	6	2	-	2	1	1	1	-	13
PRIMARY TEXTILE	2	-	-	1	1	-	1	-	-	-	5
TEXTILE PRODUCTS	7	-	1	10	8	7	1	2	-	-	36
CLOTHING	6	1	1	22	13	26	10	14	1	2	96
WOOD	7	6	10	22	15	21	10	10	3	-	104
FURNITURE & FIXTURES	1	1	6	15	10	11	7	7	-	-	58
PAPER & ALLIED	4	-	1	-	3	5	4	6	2	1	26
PRINTING, PUBLISHING & ALLIED	21	6	21	59	18	23	9	14	-	1	172
PRIMARY METAL	4	-	-	2	2	2	-	8	-	4	22
METAL FABRICATING	9	2	19	61	24	34	17	18	1	2	187
MACHINERY	5	3	4	21	16	25	8	14	1	1	98
TRANSPORTATION EQUIPMENT	6	-	5	24	14	12	3	10	2	4	80
ELECTRICAL & ELECTRONIC	2	1	2	14	6	7	2	2	3	4	43
NON-METALLIC MINERAL	5	1	9	27	12	14	3	6	3	-	80
REFINED PETROLEUM & COAL	1	-	1	-	2	1	3	1	-	-	9
CHEMICAL & CHEMICAL PRODUCTS	3	-	3	2	5	7	9	11	-	1	41
OTHER MANUFACTURING	9	5	32	47	18	13	4	7	-	-	135
FOOD, RETAIL	7	4	11	32	-	-	-	-	-	-	54
TOTAL	127	32	160	433	193	259	109	180	31	31	1,555

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TOTAL SALES

Table 3 presents total sales figures for Manitoba manufacturers. There were 127 of Manitoba's 1,555 manufacturers who did not report their total sales. Of the 1,428 that did report total sales, 433 (30.3%) have sales ranging from $100 thousand to $500 thousand. The second most frequently claimed category is the $1 million to $3 million total sales range with 259 (18.1%) manufacturers. A relatively small number of firms fall into the extreme total sales ranges. There are 31 manufacturing firms (2.2%) claiming total sales in both the $25 million to $50 million and the $50 million or more categories. This is followed by the 32 firms (2.2%) which claim sales less than $25 thousand.

Of the 32 firms claiming total sales less than $25 thousand, 6 (18.8%) are from each of Wood and Printing, Publishing & Allied industry groups, 5 (15.6%) are in the Other Manufacturing group and 4 (12.5%) are in the Retail Food group. Presumably these firms claiming total sales of less than $25 thousand are of a smaller nature and have few employees.

Of the 62 firms claiming total sales of $25 million or more, 19 (30.6%) are involved in the manufacture of Food. The Electrical & Electronic Products and Transportation Equipment groups are also well represented in the upper two sales ranges with 7 (11.3%) and 6 (9.7%) firms respectively. There are 4 Primary Metal firms and the lone mining firm reporting total sales in excess of $50 million.

Certain manufacturing groups were not represented at all on the upper end of the sales scale. Most notably, none of the 47 firms in the Retail Food group that reported total sales claim total sales of greater than $500 thousand. The 8 Rubber manufacturers that reported total sales fall exclusively in the middle ranges of $100 thousand to $3 million. None of the 126 Other Manufacturing firms, 57 Furniture & Fixture firms, 29 Textile Products firms or 8 Refined Petroleum & Coal Products firms reported total sales in excess of $25 million.

The average (median) total sales figure for firms reporting total sales is $730 thousand.

TABLE 4. MANITOBA MAN[illegible]TURERS BY INDUSTRY GROUP AND DOMESTIC SALES

INDUSTRY GROUP (1980 SIC)	DOMESTIC SALES ($000) NOT STATED	1 TO 24	25 TO 99	100 TO 499	500 TO 999	1000 TO 2999	3000 TO 4999	5000 TO 24999	25000 TO 49999	50000 OR MORE	TOTAL
MINING	1	-	-	-	-	-	-	-	-	-	1
FOOD	23	3	22	53	26	35	14	41	8	7	232
BEVERAGE	2	-	1	5	-	-	-	4	2	-	14
RUBBER	2	-	-	3	1	4	-	-	-	-	10
PLASTIC	4	-	5	9	4	12	2	2	1	-	39
LEATHER	-	-	6	2	1	1	1	2	-	-	13
PRIMARY TEXTILE	3	-	-	1	-	-	1	-	-	-	5
TEXTILE PRODUCTS	7	-	1	10	9	7	-	2	-	-	36
CLOTHING	6	1	1	23	17	23	9	13	2	1	96
WOOD	8	6	10	23	15	21	10	9	2	-	104
FURNITURE & FIXTURES	1	1	7	14	12	11	7	5	-	-	58
PAPER & ALLIED	4	-	1	-	4	7	1	7	2	-	26
PRINTING, PUBLISHING & ALLIED	22	6	22	57	18	24	8	14	-	1	172
PRIMARY METAL	4	-	-	2	2	2	1	7	-	4	22
METAL FABRICATING	10	2	19	62	25	34	16	16	2	1	187
MACHINERY	5	3	4	25	16	24	8	12	-	1	98
TRANSPORTATION EQUIPMENT	9	-	4	26	12	12	3	10	2	2	80
ELECTRICAL & ELECTRONIC	2	2	2	13	6	9	2	3	2	2	43
NON-METALLIC MINERAL	5	2	9	27	12	14	3	6	2	-	80
REFINED PETROLEUM & COAL	1	-	1	-	2	1	3	1	-	-	9
CHEMICAL & CHEMICAL PRODUCTS	3	-	3	2	5	7	9	11	-	1	41
OTHER MANUFACTURING	10	7	34	45	16	13	3	7	-	-	135
FOOD, RETAIL	9	4	11	30	-	-	-	-	-	-	54
TOTAL	141	37	163	432	203	261	101	172	25	20	1,555

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DOMESTIC SALES

Domestic sales have been defined as the sale of Manitoba products within Canada. As can be seen in Table 4, domestic sales closely approximates total sales (Table 3). While 127 firms failed to report total sales, 141 firms failed to report domestic sales.

The most frequently claimed sales ranges are still the $100 thousand to $500 thousand range with 432 firms (30.6% of manufacturers reporting domestic sales), and the $1 million to $3 million range with 261 firms (18.5% of manufacturers reporting domestic sales). These two ranges are followed by the $500 thousand to $1 million range with 203 firms, the $5 to $25 million range with 172 firms, the $25 to $100 thousand range with 163 firms and the $3 to $5 million range with 101 firms. The least frequently claimed ranges are the $50 million or more range with 20 firms (1.4% of manufacturers reporting domestic sales), the $25 million to $50 million range with 25 firms (1.8% of manufacturers reporting domestic sales) and the Under $25 thousand range with 37 firms (2.6%).

There are no extremely large or small firms, as determined by domestic sales, in the manufacturers of Rubber or Primary Textiles. None of the 18 Primary Metal manufacturers, reporting domestic sales, fall into the lower two sales ranges (under $100 thousand). Also, none of the 45 Retail Food manufacturers, reporting domestic sales, fall into the upper six sales ranges ($500 thousand or more).

Fifteen of the 45 firms reporting domestic sales of more than $25 million are classified to the Food industry and 4 Primary Metal firms reported domestic sales greater than $50 million.

The average (median) domestic sales for the 1,414 manufacturers reporting domestic sales is $690 thousand.

TABLE 5. MANITOBA MANUFACTURERS BY INDUSTRY GROUP AND EXPORT SALES

INDUSTRY GROUP (1980 SIC)	EXPORT SALES ($000) NOT STATED	1 TO 24	25 TO 99	100 TO 499	500 TO 999	1000 TO 2999	3000 TO 4999	5000 TO 24999	25000 TO 49999	50000 OR MORE	TOTAL
MINING	1	-	-	-	-	-	-	-	-	-	1
FOOD	173	13	12	10	1	7	5	6	2	3	232
BEVERAGE	10	1	1	-	-	1	-	1	-	-	14
RUBBER	7	1	2	-	-	-	-	-	-	-	10
PLASTIC	20	6	7	1	1	1	1	1	1	-	39
LEATHER	9	1	1	1	-	-	-	1	-	-	13
PRIMARY TEXTILE	4	-	-	1	-	-	-	-	-	-	5
TEXTILE PRODUCTS	27	5	1	-	1	1	1	-	-	-	36
CLOTHING	62	7	9	10	3	3	-	2	-	-	96
WOOD	86	4	2	2	4	2	1	3	-	-	104
FURNITURE & FIXTURES	39	4	3	6	4	2	-	-	-	-	58
PAPER & ALLIED	14	3	-	2	3	1	1	2	-	-	26
PRINTING, PUBLISHING & ALLIED	135	23	5	1	3	5	-	-	-	-	172
PRIMARY METAL	8	1	2	4	1	3	-	-	1	2	22
METAL FABRICATING	144	14	8	11	1	5	2	1	1	-	187
MACHINERY	50	6	12	12	5	4	3	5	-	1	98
TRANSPORTATION EQUIPMENT	55	6	4	3	2	2	2	2	3	1	80
ELECTRICAL & ELECTRONIC	19	6	4	5	-	1	1	5	1	1	43
NON-METALLIC MINERAL	66	7	1	2	1	2	-	1	-	-	80
REFINED PETROLEUM & COAL	7	2	-	-	-	-	-	-	-	-	9
CHEMICAL & CHEMICAL PRODUCTS	28	3	5	1	-	3	-	1	-	-	41
OTHER MANUFACTURING	103	9	7	11	3	2	-	-	-	-	135
FOOD, RETAIL	54	-	-	-	-	-	-	-	-	-	54
TOTAL	1,121	122	86	83	33	45	17	31	9	8	1,555

MANITOBA BUREAU OF STATISTICS

MARCH, 1989

EXPORT SALES

From Table 5, it can be seen that 434 (27.9%) of Manitoba's 1,555 manufacturing firms claim to have some degree of export sales, which is defined as the sale of Manitoba products outside of Canada.

Of the 434 that did report their export sales, 122 (28.1%), claim export sales of less than $25 thousand. There are 86 firms (19.8%) in the $25 to $100 thousand range, 83 firms (19.1%) in the $100 to $500 thousand range, 45 firms (10.4%) in the $1 to $3 million range, 33 firms (7.6%) in the $500 thousand to $1 million range and 31 firms (7.1%) in the $5 to $25 million range. The sales groups with the fewest number of firms are the $3 to $5 million range with 17 firms, the $25 to $50 million range with 9 firms and the $50 million or more range with 8 firms.

None of the 54 Retail Food firms reported export sales. The Printing, Publishing & Allied industry reported 23 of its 37 exporting firms (62.2%) in the Under $25 thousand range, Metal Fabricating reported 14 of its 43 exporting firms (32.6%) and Food reported 13 of its 59 exporting firms (25.4%) in this category. These three industry groups account for 41.0% of exporters with sales under $25 thousand. Both Refined Petroleum & Coal Products exporting firms are also found in this category.

The three Rubber exporting firms have sales of less than $100 thousand. The 19 Furniture & Fixture firms as well as the 37 Printing, Publishing & Allied firms and the 32 Other Manufacturing firms reported export sales under $3 million. The 9 exporting Textile Products firms reported sales less than $5 million.

As sales range increases, the number of firms claiming export sales within a given range generally decreases. The 17 firms in the two highest sales categories are comprised of 5 Food manufacturers, 4 firms from the Transportation Equipment group, 3 Primary Metal manufacturers, 2 Electrical & Electronic firms and 1 firm from each of Plastic group, Metal Fabricating group and Machinery industry group.

The average (median) export sales for the 434 manufacturers reporting export sales is $150 thousand.

Manitoba

Industry, Trade and Technology
Winnipeg, Manitoba
R3C 3H8

BUSINESS OPPORTUNITIES SOURCING SYSTEM
MANUFACTURERS AND PROCESSORS COMPANY PROFILE

1 0

• DO NOT USE SHADED AREAS

4 0 U

GENERAL INFORMATION

Company name

Alternate name (if applicable)

Address (street, city, province, postal code)

Postal address (P.O. Box, city, province, postal code)

Area code/Telephone number

Telex number

Manufacturing space (your plant)
_____ ☐ sq. m. ☐ sq. ft.

Chief executive

Main contact

Language preference for correspondence
☐ English ☐ French

Total number of **Full Time** employees (include production and engineering staff)

	1-4	5-9	10-19	20-49	50-99	100-249	250-499	500-999	1,000+
	☐	☐	☐	☐	☐	☐	☐	☐	☐
Production staff	☐	☐	☐	☐	☐	☐	☐	☐	☐
Engineering staff	☐	☐	☐	☐	☐	☐	☐	☐	☐

Total annual sales (in thousands of Canadian dollars) for last fiscal year

	1-24	25-99	100-499	500-999	1000-2,999	3,000-4,999	5,000-24,999	25,000-49,999	50,000+
	☐	☐	☐	☐	☐	☐	☐	☐	☐
Annual gross sales in Canada (in thousands of Canadian dollars)	☐	☐	☐	☐	☐	☐	☐	☐	☐
Annual gross export sales (in thousands of Canadian dollars)	☐	☐	☐	☐	☐	☐	☐	☐	☐

Does your company have research and development capabilities? ☐ Yes ☐ No

If yes, do you have a research and development department (group)? ☐ Yes ☐ No

If yes, in what city is it located?

Are you interested in licensing arrangements/joint ventures within Canada? ☐ Yes ☐ No

Parent Company (name, address, country)

Briefly describe the type of manufacturing or processing done by your plant. (List products on next page)

How often do you wish to be contacted for updating?
☐ Annually ☐ Every 2 years

Completed by	Title	Area code/Telephone number	Date

PRODUCTS
Describe your **CANADIAN** made products with their trade mark or trade name. Please maintain numerical order of products when recording on additional paper. To facilitate the effective use of the date in all regions of Canada you may want to incorporate this information in both official languages. Enclose catalogues or other descriptive literature.

4 | 0

No.	PRODUCTS	Currently Exporting	CITC	ICC
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

☐ List attached

SALES IN CANADA (for last fiscal year)

1 | 2

Province		Product number(s) (from above)	AMOUNTS IN THOUSANDS OF CANADIAN DOLLARS								
			1-24	25-99	100-499	500-999	1,000-2,999	3,000-4,999	5,000-24,999	25,000-49,999	50,000+
A	NFLD	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
B	NS	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
C	PEI	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
E	NB	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
G	QUE	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
K	ONT	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
R	MAN	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
S	SASK	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
T	ALTA	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
V	BC	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
X	NWT	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐
Y	YUK	_____	☐	☐	☐	☐	☐	☐	☐	☐	☐

5 | 0

OTHER CANADIAN OPERATIONS

List all other Canadian manufacturing/processing locations. If space is insufficient, please photocopy this form as required.

Company Name

PLANT 1

Company Name

Address (street, city, province, postal code)

Area Code/Telephone No. | Telex No. | Main Contact officer

Total Number of **Full Time** Employees

☐ 1-4 ☐ 5-9 ☐ 10-19 ☐ 20-49 ☐ 50-99 ☐ 100-249 ☐ 250-499 ☐ 500-999 ☐ 1000+

Product numbers (from page 2) | Manufacturing Space _____ ☐ sq. m. ☐ sq. ft

PLANT 2

Company Name

Address (street, city, province, postal code)

Area Code/Telephone No. | Telex No. | Main Contact officer

Total Number of **Full Time** Employees

☐ 1-4 ☐ 5-9 ☐ 10-19 ☐ 20-49 ☐ 50-99 ☐ 100-249 ☐ 250-499 ☐ 500-999 ☐ 1000+

Product numbers (from page 2) | Manufacturing Space _____ ☐ sq. m. ☐ sq. ft

PLANT 3

Company Name

Address (street, city, province, postal code)

Area Code/Telephone No. | Telex No. | Main Contact officer

Total Number of **Full Time** Employees

☐ 1-4 ☐ 5-9 ☐ 10-19 ☐ 20-49 ☐ 50-99 ☐ 100-249 ☐ 250-499 ☐ 500-999 ☐ 1000+

Product numbers (from page 2) | Manufacturing Space _____ ☐ sq. m. ☐ sq. ft.

PLANT 4

Company Name

Address (street, city, province, postal code)

Area Code Telephone No | Telex No | Main Contact officer

Total Number of **Full Time** Employees

☐ 1-4 ☐ 5-9 ☐ 10-19 ☐ 20-49 ☐ 50-99 ☐ 100-249 ☐ 250-499 ☐ 500-999 ☐ 1000+

Product numbers (from page 2) | Manufacturing Space _____ ☐ sq. m. ☐ sq. ft

EXPORT INFORMATION

1 | 4

Export Manager	Number of years of active export trade. Years
Do you have foreign agents and representatives? ☐ Yes ☐ No If yes, attach list with names, address, country, telephone & telex. ☐ List attached	Other language capabilities
Are you interested in foreign licensing arrangements/joint ventures? ☐ Yes ☐ No	Are you interested in investing in subsidiaries abroad? ☐ Yes ☐ No

1 | 6

Country	Product No. (from page 2)	AMOUNT OF SALES IN THOUSANDS OF CANADIAN DOLLARS								
		1-24	25-99	100-499	500-999	1,000-2,999	3,000-4,999	5,000-24,999	25,000-49,999	50,000+
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐
		☐	☐	☐	☐	☐	☐	☐	☐	☐

☐ List attached

COUNTRIES YOU ARE INTERESTED IN EXPORTING TO

1 | 8

Country	Product No. (from page 2)	Country	Product No. (from page 2)

SUPPLY AND SERVICES CANADA SOURCE LISTING APPLICATION

If not already registered with SSC and if you wish to be considered as a potential supplier, please complete this page.

Company Name

Brief history of company (formation, growth, acquisitions, mergers, etc.)

GROSS ANNUAL SALES

Government Federal	% _____
Provincial	% _____
Municipal	% _____
Institutional	% _____
Commercial	% _____

ASSETS AND LIABILITIES
(express amounts in thousands of Cdn. dollars)

Current assets	$ _____
Current liabilities	$ _____
Total equity	$ _____

INVENTORY
(express amounts in thousands of Cdn. dollars)

Raw material	$ _____
In process	$ _____
Finished	$ _____
TOTAL	$ _____

Will tenders be submitted and contracts administered from the address shown on page 1?

☐ Yes ☐ No If no, give address

Will goods be supplied from the address shown on page 1?

☐ Yes ☐ No If no, give address

Specialty Information

Does your company have any specialty skills or machines?

Skills

☐ Yes – Describe:

☐ No

Machines

☐ Yes – Describe:

☐ No

Has your company had any experience with resource-based projects?

☐ No ☐ Yes – Describe project and goods or services provided to the project by your company.